



## LETTER FROM THE PRESIDENT

Greetings FEI Boston!

Thank you to all who joined us in January. I would like to give a big *thank you* to our speakers—Tom Galligan & the dynamic team from Grant Thornton. As Tom Galligan reminded us, “Get a mentor...and then be one”. It is exactly what FEI exemplifies—and, based on the full rooms for both events, we certainly hope many of our members and guests took his advice that evening.

Have you been to a Career Services meeting lately? Many of our members attribute some of their success to relationships forged in their involvement with Career Services. Whether you are “In Transition” or would like to advise other members in that situation, please consider attending a meeting. It’s yet another way to maximize your FEI membership!

Upcoming FEI Boston events are in our “Save The Date” section. Take advantage of FEI’s “Early Bird” discounts. Registering early helps us plan for a smooth event *and* puts \$ in your pocket — a win-win!

I hope to see you at an FEI event very soon!

Sharon Merrill  
President, FEI Boston



## ABOUT OUR SPEAKER

Lee Meehan, President & CEO, W.B. Mason  
*Store Front Business To Billion Dollar Company*

Leo Meehan has been President and CEO of this company since 1994. On February 8th, hear him tell the story of how a local store front business with less than a million dollars in sales became a billion dollar company.

This is a story that mixes trucks, the Red Sox, the circus, pencils, paper, and hustle to form the largest privately held office products dealer in the country, five times larger than its nearest competitor and the fifth largest office supplier in the world.



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### SAVE THE DATES

#### February 7, 2012

Career Services  
Working The Room

#### February 8, 2012

PD—Revenue Recognition

Dinner Mtg —Leo Meehan,  
President & CEO, W.B. Mason

#### March 13, 2012

Career Services  
Interviewing Techniques

#### March 21, 2012

PD -Establish Int'l Ops, FCPA Issues

Dinner Mtg—Carole Charnow  
CEO, Boston Children's Museum

#### March 30, 2012

PD B'fast —Latest Trends  
In Executive Compensation

#### April 11, 2012

PD—CFO Best Practices

Dinner Mtg —Richard Miller, President  
Franklin W. Olin College of Engineering

## PARTNERS CORNER

### SEC Issues Guidance On Disclosure of Cyber Attacks

*Submitted By  
FEI Partner—Wells Fargo*

Earlier this year, the Senate Commerce Committee Chairman expressed concern to the Securities and Exchange Commission (SEC) about the rising frequency and cost of cyber attacks and urged the SEC to issue guidance on disclosure of information security risks.

In response, the Division of Corporation Finance of the SEC recently issued a disclosure guidance to assist registrants “in assessing what, if any, disclosures should be provided about cyber security matters in light of each registrant’s specific facts and circumstances.”

The disclosure guidance provides a list of potential negative consequences and substantial costs that a registrant may incur as a result of a successful cyber attack, including remediation costs, increased cyber security protection costs, loss of revenues, litigation, and reputational damage. The disclosure guidance suggests further that although no existing disclosure requirement explicitly refers to cyber security risks, depending on the circumstances and the company’s particular situation (the guidance urges registrants to avoid generic disclosure), registrants may be obligated to disclose risks in the following sections of public filings.

- Risk factors. Registrants should consider the probability of cyber incidents occurring and the quantitative and qualitative magnitude of those risks, including the potential costs and other consequences that may result. Depending upon the registrant’s particular facts and circumstances, and to the extent material, a risk factor disclosure may include the aspects of the registrant’s operations that give rise to material cyber security risks; to the extent registrant outsources functions that are subject to such risks, a description of those functions; risks related to cyber incidents that may remain undetected for an extended period; and a description of relevant insurance coverage.
- Management’s Discussion and Analysis of Financial Condition and Results of Operation (MD&A). The disclosure guidance encourages registrants to address cyber security risks and past cyber incidents in their MD&A if the costs and other consequences associated

“with one or more known incidents or the risk of potential incidents” represent a material event, trend, or uncertainty that is reasonably likely to have a material effect on the registrant’s results of operations, liquidity, or financial condition.

- Description of business and legal proceedings. If incidents already have affected, or may materially influence, the registrant’s business, or if there are pending material legal proceedings, full disclosure should be made.
- Financial statement disclosures. Here the disclosure guidance references various accounting standards that may apply in the event of a cyber incident, including loss contingencies, reduction in cash flow, and customer payments and incentives that may be offered by a registrant seeking to mitigate damages.

#### Risk Management Implications

Although there are currently no SEC regulations that directly address cyber attacks, the new SEC guidance suggests that public companies that have been subjected to an attack would be prudent to disclose those attacks if they are of material importance to shareholders. A good risk management practice should include a review of the new SEC guidance which could require disclosure of actual and potential cyber attacks—attacks which ultimately could have an impact on claims on a network security and privacy liability and on directors’ and officers’ liability policies.

For more information regarding this topic, please contact your Wells Fargo Insurance Services representative.

#### FEI MEMBER HELPFUL HINT

Program presentations are posted on our website. If you missed a recent FEI Boston event, go to [boston.financialexecutives.org](http://boston.financialexecutives.org) in the *News and Announcements* section.

#### 2011–2012 Officers

##### President

Sharon F. Merrill  
Sharon Merrill Associates, Inc.

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Alan L. Faber  
Grant Thornton, LLP

##### Vice President

Peter S. Rockett  
Greater Boston Chamber of Commerce

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Karen Edlund  
JCHE, Inc.

##### Secretary

Susan Gorman  
New England School of Acupuncture

#### 2011–2012 Directors

##### Academic Relations

John Rogol  
TIAA-CREF

##### Career Services

Paolo Castelli  
Agere Enterprise Management

##### Chapter Communications

Joe Rossi  
PI Worldwide

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Timothy J. Coakley  
Island Oasis

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Tina Young  
Fish & Richardson P.C.

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J. Britton Hutchins  
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M/C Venture Partners

##### Director Emeritus/ Advisor Board Initiatives

F. Gorham Brigham, Jr.

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##### Chapter Administrator

James P. Andersen, Jr.  
Foundation Management Associates  
Tel: (781) 353-6488  
E-mail: [chapadmin@feiboston.org](mailto:chapadmin@feiboston.org)

## FEI KEY CLUB AWARD RECIPIENTS—2012

At our January dinner, FEI honored this year's Key Club recipients. The **FEI Key Club Award** is granted to those long-standing FEI members who have achieved 25, 40 and 50 year membership milestones.

### *Congratulations!*

#### **40 Years**

Daniel Grady  
Duane Lighthall  
P. Norman Roy  
Peter Schiller



Sharon Merrill proudly awards Key Club certificates to (Top) Duane Lighthall & (Bottom) Mary Ryan

#### **25 Years**

Jacquie Arthur  
John Floyd  
Phil Holberton  
Allan Klein  
Mark Lawless  
James Pitts  
Mary Ryan  
James Rutledge  
Kevin Smith  
Norman Wirtz



## RICH SIMOES

### Spotlight on FEI Members



A member since 1994, Rich was introduced to the Boston Chapter by a former boss Robie Nickerson as **THE** financial executive group to join. He still recalls Gorham Brigham's very first warm greeting and that impression of FEI has carried over to this day. For Rich, FEI remains a great source of fresh ideas, valuable financial perspectives and the best in business networking.

Rich was a speaker last March for FEI's Strategic Planning breakfast session program. His presentation on leveraging business performance management tools stimulated much discussion. He holds both the CMA and CFM advanced professional certifications from the Institute of Management Accounting (IMA).

Rich is the Director of Financial Planning and Management (FPM) at the Massachusetts Medical Society. The Society is the statewide professional association for over 23,000 physician and medical student members and publishes the New England Journal of Medicine. Married with three grown children, Rich resides with his wife in Wakefield.

Rich is also an instructor at Salem State University for its new CMA exam preparation course in partnership with the IMA. Accounting and finance professionals who want to enhance their career opportunities and CPA's interested in moving into management accounting positions should consider taking these courses. The first course for Part 1 begins February 7th. For more information go [saalemstate.edu/noncredit](http://saalemstate.edu/noncredit).

A loyal BC "alum", Rich can't wait for "the other school" in the family -- his older daughter's alma mater Syracuse University -- to return to BC's football schedule so that father, daughter, and a son, also a BC alum, can renew, and enjoy, the rivalry!

## TINA YOUNG



Tina met Karen Edlund at an FEI/Boston Women in Finance networking session in 2010. Karen described a growing and active organization with various opportunities to make an impact among a dynamic group of finance professionals. Tina even had the good fortune of winning a raffle for tickets to the Hill Holiday box at Fenway. Right from the beginning, her interactions with FEI were so positive that she immediately signed up for two committees: Academic Relations and Membership Involvement.

At her first meeting, Tina immediately recognized the value of FEI. She witnessed members solving business issues by making connections and learning from other's experience. Then chair of the Academic Relations Committee, Bernice Bradin introduced Tina to several FEI members. Bernice was contemplating funding a project at the college. Several introductions later Bernice was speaking to another member who had just completed a large funding project.

Tina has worked for Fish & Richardson P.C. since 2004. Her work has included leading the firm's international expansion into Germany and closing a multi-million dollar financing agreement for the firm's future growth. Tina's prior business achievements include the growth and sale of Adrenaline Research, an MIT technology company.

Tina lives in Shrewsbury and has two grown children who live in the Boston area. She enjoys travel and has recently taken up the sport of curling.

## ABOUT OUR SPEAKER

*(Continued from page 1)*

CNBC calls them a great American success story and a market disruptor.

Who is this company? Who But W.B. Mason!

### **A Bit More About Leo Meehan**

Leo Meehan has served as the President and Chief Executive Officer of the W.B. Mason Co., Inc. since 1994. During this time the company has expanded from a local, single location dealer to a Northeast region leader in 14 states and a billion dollars in sales and has become the largest privately held office products dealer in the United States.

Leo graduated from Stonehill College in 1975 and began his career with the W.B. Mason Company as a sales representative. He was appointed Vice President of Marketing in 1979. He became a partner in 1983 and, beginning in 1987, was responsible for day-to-day operations and strategic planning until his appointment as president and Chief Executive Officer in 1994.

Leo is a member of the Board of Trustees of Stonehill College.

He resides in Cohasset, Massachusetts with his wife, Sara and children, Sally and Tucker.

# JANUARY SNAPSHOTS! *Members, Partners & Guests at the FEI Boston Meetings*

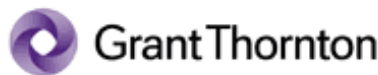


## HAPPY 97<sup>TH</sup> BIRTHDAY GORHAM!

(Top L-R) Doug Reynolds, Will Hilderbrand, David Lewandoski, Jim Dondero, Gorham Brigham, Sharon Merrill, Karen Edlund, Joe Rossi, Marge Ware  
 (Middle L-R) Derek Smith, Dave Noymer, Sue Gorman, John Beckvold, Richard Melnick  
 (Bottom L-R) Dan Rapoza, Andy MacWilliam, Mark Sullivan, Joe Falcao, Joel Adler, Theodore Dawe, Joe Fillo, Tim Coakley, Bob Stankus, Tom Galligan, Jim Tracey



**FEI Boston thanks our Chapter Partners for their generous support!**



## WHAT YOU MISSED...

### JANUARY KEYNOTE SPEAKER—TOM GALLIGAN

For those of you that were unable to attend the January Dinner meeting, you missed our guest speaker Mr. Thomas Galligan, Executive Chairman of the Board of Directors of Papa Gino's Holding Corporation. Mr. Galligan treated us to his life experiences and shared his recipes for creating a culture of success. Here's a "slice" of what you missed:

Early on, Mr. Galligan pursued a career in medicine. He attended Boston College as a Pre-Med student and worked at a few Boston area hospitals. He changed directions and received a BS Degree from BC and an MBA from Harvard. He then served in the U.S. Army and shared his memories of Vietnam. He reflected on the challenges it presented in managing a workforce solely focused on survival. Early in his career, Mr. Galligan discovered that a successful organization is a direct result of a very strong culture.

Mr. Galligan then shared his career experiences at PepsiCo. His passion for the company still

remains. Although Mr. Galligan reminded us that PepsiCo still beats Coke in the blind taste test even today, he was very complimentary of his former rival.

A few of the many lessons Mr. Galligan shared with us:

- Customer is king
- Know when to correct your mistakes
- Get a mentor and then be one

We also learned a fun, historical fact about the naming of one of the Papa Gino's brands – D'Angelo's. The original name "Ma Riva's Sub Shop" in Dedham, MA was later changed to Angelo Sub Shop and finally the letter "D" was added to stand for "delicious."

The audience certainly appreciated Mr. Galligan's inspirational presentation and enjoyed the free lunch coupons as well! We thank Mr. Galligan for his insight and wish him continued success in the rise of the Papa Gino's Brand!

#### FEBRUARY PROFESSIONAL DEVELOPMENT

### REVENUE RECOGNITION EXPOSURE DRAFT

FEBRUARY 8TH, 3:30PM-5:30PM

*Hosted By*

**Ernst & Young's Panel of Experts**



**Steven A. Connors**  
Senior Manager  
Financial Acctg Advisory Svcs  
Ernst & Young



**John McCarthy**  
Partner  
Financial Acctg Advisory Svcs  
Ernst & Young

The revisions reflected in the 2011 Exposure Draft eliminate or modify some of the provisions in the 2010 Exposure Draft that would have created changes in practice from current U.S. GAAP. Nonetheless, significant differences still exist. If the 2011 Exposure Draft is finalized in its current form, transaction- or industry-specific accounting guidance generally would be eliminated from U.S. GAAP. This would affect the accounting for certain long-term contracts, software arrangements, telecommunications, real estate, and other industries. The proposed standard also would (1) affect how a vendor incorporates collectability into recognition and presentation of revenue (bad debt expense would be reported right below gross revenues), (2) require more estimates than in current practice, (3) require more detailed disclosures primarily for public companies in both interim and annual periods, including rollforward of certain information, and (4) change the accounting for certain contract acquisition and fulfillment costs.

The proposed effective date is no earlier than fiscal years starting after January 1, 2015 for public companies and January 1, 2016 for private companies. Since the proposed standard would be applied retrospectively, public companies would need to begin tracking changes in application with fiscal years starting after January 1, 2013 if the proposed January 1, 2015 effective date for public companies is enacted. For private companies, the task of maintaining two sets of books may not be as onerous if one only reports two year of financial results.

BE INFORMED. DON'T PROCRASTINATE! Register now at [boston.financialexecutives.org](http://boston.financialexecutives.org).

#### Other Helpful Links:

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[FEI Boston Career Center](#)

[FEI National Career Center](#)

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# FEI BOSTON EVENTS AT-A-GLANCE

SUNDAY MONDAY TUESDAY WEDNESDAY THURSDAY FRIDAY SATURDAY

## FEBRUARY 2012

			1	2	3	4
5	7 CAREER SERVICES WORKING THE ROOM 6:00-8:00PM		8 PD—REVENUE RECOGNITION 3:30-5:00PM		10	11
12					17	18
19					24	25
26	27	28	29			

## MARCH 2012

		13 CAREER SERVICES INTERVIEWING TECHNIQUES 5:30-8:00PM		1	2	3
4			7	8	9	10
11		21 PD—ESTABLISH INT'L OPERATIONS 3:30-5:30PM		15	16	17
18	19					24
25	26	26 DINNER-CAROLE CHARNOW CEO, BOSTON CHILDREN'S MUSEUM 5:30-8:00PM			30 PD—B'FAST LATEST TRENDS IN EXECUTIVE COMPENSATION 7:00-9:00AM	31

**NEW FEI MEMBERS!**  
*FEI Boston would like to extend a warm welcome to our new members who joined us since December 2011:*

**SEAN WIRTJES**  
 VP, Investor Relations  
 Boston Scientific

**CHRISTIAN KASPER**  
 CFO  
 The Princeton Review, Inc.

**KENNETH BEMENT**  
 Director of Financial Reporting  
 Raytheon Company

**RONALD LESCINSKAS**  
 CFO  
 Neohapsis



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